

REMARKS/ARGUMENTS

Applicant thanks the Examiner for initiating a telephone interview with the undersigned on October 20, 2004. In accordance with 37 C.F.R. §1.133(b), submitted herewith is a written statement of the substance of the interview.

In the interview, the Examiner proposed an amendment to claim 133, namely the deletion of the words, "at least one of" at line 10.

As proposed, amended claim 133 would provide that the step of analyzing includes determining whether converted customer forecasted demands represent a known customer, whether the converted customer forecasted demands comply with contractual terms, whether the converted customer forecasted demands are complete, whether the converted customer forecasted demands are accurate, whether the converted customer forecasted demands adhere to previous forecasts, whether the converted customer forecasted demands adhere to previous buying patterns, and whether the converted customer forecasted demands represent requests within agreed-to capacities. The Examiner said that this amendment, which is being made herein, would make claim 133 allowable.

Independent claim 1 and 70 are being amended to include the same features recited in the third and fourth paragraphs of claim 133, as amended according to the Examiner's proposal. It is submitted that these amendments make claims 1 and 70 allowable for the same reasons as claim 133 is allowable.

Claims 134 and 135 have been amended to make typographical and grammatical corrections.

Claim 136 has been added to more particularly define applicant's invention. Claim 136 includes the same limitations with respect to direct material that are included in claims 134 and 135. Applicant submits that the limitations in claim 136 add no new matter because they merely recite features that applicant submits are intrinsic to direct material. Support can be found in industry-related articles submitted by applicant in the July 23, 2004 Response to Office Action, for example, as provided Internetwork.com's *Streamlining Direct Procurement*, Industry Week's *The Value Chain*, Manugistics.com's *Procurement Execution*, SupplyChainBrain.com's *Buy: Moving from Indirect to Direct Procurement*, Looksmart.com's *Direct Material Procurement*

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(*Industry Trend or Event*), Defense Procurement and Acquisition Policy's *Analyzing Direct Material Costs* and Procurecon's *Supplier Relationship Management Strategic Summit Agenda*.

Applicant respectfully submits that the amendments to the claims make explicit that which applicant believed to be already implicit and, accordingly, are not required for patentability.

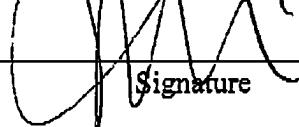
Allowance of claims 1-28, 70-97 and 133-136 is requested.

I hereby certify that this correspondence is being facsimile transmitted to the U.S. Patent and Trademark Office, facsimile number (703) 872-9306 on October 27, 2004:

Respectfully submitted,



James A. Finder
Name of applicant, assignee or
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October 27, 2004

Date of Signature

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